

Forum 2019 Detailed Schedule

Monday, 8:30-9:00 AM – Opening Remarks

Monday, 9:00-10:00 AM – Keynote Session

Monday, 10:30-11:45 AM – Concurrent Sessions

M01 – Virginia Hold'em

Speakers: Sharita L. Bryant, CPPB VCM VCO VCA, Procurement Management Account Executive
Shawnda M. Brown, VCO, Statewide Sourcing & Contracting Officer

Session Description: Interactively discuss the PIM 36 updates to the Agency Procurement and Surplus Property Manual through a friendly game of Poker, "Virginia Hold'em" Style. The game features: discussion/review of PIM updates & offer challenge questions throughout the presentation that enables attendees (tables) to earn playing cards to build a competitive poker hand.

M02 - VRS Hybrid Retirement Plan Features & Benefits

Speakers: Angela Scott: VRS Hybrid Retirement Plan Counselor
Mackenzie Moss: ICMA-RC Defined Contribution Plans Retirement Specialist

Session Description: Generally, the Hybrid Retirement Plan is for new members with no previous VRS creditable service who have a membership date of January 1, 2014, or later. The Hybrid Retirement Plan Features and Benefits provides hybrid plan members an overview of their plan. This includes an introduction to the plan, explaining the defined benefit (DB) and defined contribution (DC) components, a description of how contributions and investments are handled, along with an explanation of the benefits available to hybrid plan members and retirement eligibility.

M03 - Self-Management for Leaders

Speakers: Babs Bengtson, PH.D.

Session Description: So often, the hardest person to lead is yourself. In this highly interactive session, leaders will track their own personal variables, define triggers, and discuss establishing boundaries and reframing strategies. Reflective homework handouts will be available for those who want to continue their journey after the Forum.

M04 – The FBI's Public Contract Fraud & Corruption Initiative

Speakers: Kobey McCall, Special Agent

Session Description: The FBI's Public Contract Corruption Initiative (PCCI) focuses on public outreach re common procurement fraud and corruption schemes in an attempt to educate and proactively combat the threat. The audience will learn about the FBI, public corruption, the Public Corruption Unit, and the PCCI (to include multiple case presentations). The audience will be provided with the FBI's tri-fold detailing many common red flags of procurement fraud and corruption, which was developed based on actual FBI criminal cases worked coast to coast.

Note: This is a draft schedule and is subject to change at any time.

M05 – Let's Negotiate

Speakers: Elizabeth Banks, MS, CPPB, VCO, VCA Statewide Sourcing & Contracting Officer
Monique Curley, CPPB, VCO, VCA, Lead Statewide Sourcing & Contracting Officer
Tonia Perry, VCO, VCCO, VCA, Statewide Sourcing & Contracting Officer

Session Description: Contract negotiation is both an art and a science! Negotiating a contract is the process for achieving a win-win for both parties. Successful contract negotiation means that both sides look for positives that benefit both parties while achieving a fair and equitable deal. This session will look at different negotiation styles, techniques, and tricks. Come enjoy a fun-filled session and Let's Negotiate!

M06 – eVA Update

Speakers: Shane Caudill, eVA Director
Lisa Kirby, eVA Deputy Director

Session Description: Big changes are coming to eVA in the next year, big changes have happened since last year's Forum. Come join us for a review of the evolution of eVA over the past year and get a preview of the exciting new changes are in store for 2020 and beyond.

M07 – Job Order Contracting – JOC

Speakers: Kelly Langley, CPPO, CPPB, VCM, VCO, Dep. Director Sourcing and Contracting, DPS
Mike Gray, CPE, VCCO, State Capital Outlay Reviewer, DEB

Session Description: Job Order Contracting is fixed term/maximum dollar value contract used for various, commonly encountered minor construction, renovation and repair projects to be performed quickly and easily. In this session we will discuss the newly awarded Statewide Consulting Services for Job Order Contracting (JOC) contract and the upcoming release of the Statewide JOC Program for use by all Commonwealth entities. Also showcased will be a glimpse into the actual JOC Program portal used to create and secure JOC projects.

Monday, 12:30-1:30 PM – Governor's SWAM Awards

Monday, 2:00-3:15 PM – Concurrent Sessions

M08 – Pitfalls of Sole Source

Speakers: Precious Walters, Statewide Sourcing and Contracting Officer
Dennis G. Blackwell, MBA, CPPB, VCO, Procurement Management Account Executive

Session Description: Are you surfing alone? Come join us for an interactive discussion regarding the common issues contract officers face when working with sole source procurements and DGS/DPS approvals. We'll have you ready to catch the perfect wave!

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M09 – The Keys to P-cards in Procurement

Speakers: Kristin Bolden, Assistant Director of Finance and Administration
Janet Yu, Virtual Payables Analyst
Maureen Sudbay, Bank of America

Session Description: Let's explore ways to incorporate your Pcard into an Integrated Procurement Solution. We will direct our focus on why we use the Pcard, compliance, preventing misuse, control, transparency, and forecasting. How do we encourage our current suppliers to provide more useful data that will enhance transparency?

M10 – Leading Diverse Groups

Speakers: Sherida Davis-Bryan, M.B.A.

Session Description: As the demographics and expectations of our workforce continue to change, understanding how to work with, include and engage a diverse team is essential to effective leadership. This workshop will provide techniques for leading diverse groups as well as discussion and activities focusing on relevant concepts such as inclusion, unconscious bias and psychological safety.

M11 – Exploring Happiness and Purpose

Speakers: James Burke, PH.D.
Linda Pierce, M.B.A.

Session Description: Since the beginning of time humans have searched for happiness and purpose. Using some of Aristotle's philosophical teachings as a background, and the Japanese concept of Ikigai, this session will guide you inward to think about where you may find your purpose and happiness in both your career and life.

Ikigai is a Japanese term that loosely translates into English as "that which you live for". It is a concept related to an individual's purpose or reason for being. Everyone's ikigai is unique and shaped by their interests, beliefs, and values. We will explore this concept and invite participants to uncover their own ikigai as the intersection of their passion, mission, vocation, and profession with a goal of discovering where talents and happiness align.

M12 – Ready, Aim, Communicate

Speakers: Dena Potter, Director of the Office of Communications, DGS

Session Description: Once size does not fit all when it comes to communication. Learn how to tailor your message to your more effectively communicate with your target audience.

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M13 – eVA User Group

Speakers: Lisa Kirby, eVA Deputy Director
Kim Brewer, eVA Outreach & Marketing Manager
eVA Team

Session Description: eVA has had several major releases over the last few years, each with new features and functionality. Join the eVA Team and fellow eVA Users in a session dedicated to hearing from YOU. Ask questions, share eVA tips or provide real-world challenges your team solved. Your participation in this session will give insight and guidance to e

M14 – VDC's Deal or No Deal

Speakers: Andy Repak, VDC Director

Session Description: The game is all about risk, it's all about guts, and a great sense of timing. Have fun and learn about the Virginia Distribution Center (VDC).

Monday, 3:30-4:45 PM – Concurrent Sessions

M15 – Pitfalls of Sole Source

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M19 – Let's Negotiate!

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M20 – Leveraging eVA Data: The Stories Behind our Decisions

Speakers: Anna Coy, Strategic Data Analyst
Joel Padow, eVA Technical Project Manager

Session Description: We love your data here at eVA! There is a story to tell behind every report, every statistic, and every graph. Come join us in this session to discover how we leverage your data- from purchase transactions, customer care tickets, surveys, and more! We will tell you the stories behind the numbers and how they drive our decisions to better serve you! Take a tour through our Report and Resource Center and learn a few tricks to help you discover your own story.

M21 – SRM: Supplier Perspective on Compliance and the Vendor's Manual

Speakers: Cidna Unger, C.P.M., VCM, VCO, Supplier Relationship Manager

Session Description: How to avoid being between a rock and a hard place! Understanding the compliance process and the Vendor's Manual from a supplier's perspective.

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T01 – Virginia Hold'em

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T04 – Mandatory Sources Panel

Panelists: Pete Stamps, Division of Purchases and Supply (DPS)

Paris Ashton, Office of Graphics Communication (OGC)

Floyd Coburn, Office of Surplus Property Management (OSPM)

Beth Cooley, Office of Fleet Management Services (OFMS)

Greg Searce, Virginia Information Technology Agency (VITA)

Matt Koch, Virginia Industries for the Blind (VIB)

Marie Vargo, Virginia Correctional Enterprises (VCE)

Andy Repak, Virginia Distribution Center (VDC)

Session Description: The purpose of the Council on Mandatory Sources (CoMS) is to collaborate and coordinate our services and products. Each source will provide an overview of their products and services and answer questions.

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T06 – eVA Update

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Lisa Kirby, eVA Deputy Director

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T07 – Supplier Connect Participants: Supplier Conference App Orientation

Speakers: Danielle Luster, M.A., Technology and Instructional Designer

Session Description: The 2019 Forum App makes it easier for Buyers to browse Supplier information and directly access contact details. Learn how you can use the app to easily scan the badges of buyers at Supplier Connect, instantly download their contact information, and email your entire list of leads at the end of the conference. **The target audience for this session is limited to Supplier Connect Supplier Participants.**

Tuesday, 10:15-11:15 AM – Concurrent Sessions

T08 – Risky Business? Exploring high-risk contract reviews.

Speakers: Barbara J Layman, CPPO, VCM Director Policy, Consulting & Review,

Kelly A. Gill, CPPB, VCM, VCO Deputy Director - Policy, Consulting and Review

Session Description: Join us for an interactive look at the history behind the new high-risk statute, the solicitation and contract review process and things to consider for supplier performance and contract administration.

T09 - Who Wants To Be A Millionaire : Having Fun Navigating Procurement 101

Speakers: Kenneth McCullough, VCM, CPPB, VCCO, VCO - Director, Office of Procurement Services (OPS)

Frank Snider, VCCO, VCO - Manager, Office of Procurement Services (OPS)

Tiffany Walker, VCO - Lead Senior Contracting Officer

Benjamin Lewis, VCCO, VCO - Lead Senior Contracting Officer

Nezette Howard, CPPB, VCO - Senior Contracting Officer

Session Description: Get ready to interact in an exciting learning environment. We're having fun reviewing the basics of state government procurement rules, regulations and practices found in the Agency Procurement and Surplus Property Manual (APSPM) and the Virginia Public Procurement Act (VPPA). We're navigating procurement 101 Who Wants to Be a Millionaire style. Answer the question, ask the audience or use a life line, it's all up to you. Whatever you decided, come ready to take part in the fun of Procurement 101.

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T10 – Contract Formation

Speakers: Ron King, CPPB, CPPO, VCO, VCM, Content Developer, NIGP

Session Description: The procurement process known as Contract Management can be divided into two phases: Contract Formation and Contract Administration. This class will focus on the first phase of Contract Management, Contract Formation, which includes all activities leading up to the signing of a contract. We will discuss the steps necessary to get us to that point. They include: identifying and defining terms, concepts, and principles; describing the steps needed to design, develop, and formulate the Contract Administration Plan (CAP) and the Performance Assessment Plan (PAP); identifying the potential contract risks and establishing contract goals to manage them; and identifying types of proposal risks and basic risk control mechanisms.

T11 – Executive Panel

Panelists: The Honorable Keyanna Conner, Secretary of Administration, Governor's Cabinet

Session Description: Join our host the Honorable Secretary Keyanna Conner for this session featuring a panel of senior government leaders. Secretary Conner will moderate as the Director of the Department of Human Resource Management, Emily Elliott, the Commissioner of the Department of Elections, Chris Piper, and the Director of the Department of General Services, Joe Damico, answer questions and provide insight on how our shared objectives can bring us all together.

T12 – Business Writing for the Procurement Professional

Speakers: Jada Banks

Session Description: We write every day and often do it in a hurry. And yet, our business communication—even that short email we rush to send—reflects our credibility and competence—and that of DGS. In this interactive workshop, learn easy and painless ways to make sure your writing is correct, clear and professional.

T13 - Ready to accept bids online? Help us, help you!

Speakers: Tracy Robinson, VCA; Sourcing & Contracting Support Manager
Lisa Kirby, PMP, VCA; Deputy Director of eVA

Session Description: In this session we will briefly discuss the Executive Order 35, House Bill 1668 (High Risk Contracts) and the benefits of using the Sourcing & Contracting & Contract Management applications to satisfy all requirements being issued as well as any procurement needs.

T14 - “What’s New at VITA?”

Speakers: Greg Searce, CPPB, VCO, Senior Supplier Manager
Doug Crenshaw, Strategic Sourcing Manager

Session Description: A discussion of new contracts, new methods and new opportunities

- New contracts
- Use of Keystone Edge
- RFS process (Request for Service)

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- New procedures for eVA
- New Code-driven high risk Contracts program
- New IT sourcing class on VITA RFP method
- Q & A

Tuesday, 11:30-12:30 PM – Concurrent Sessions

T15 – How to Prep for a Procurement Management Review

Speakers: Angel A. Rodriguez Serrano, VCEM, VCO, CEPP, Procurement Management Account Executive

Lawrence Shaw, MPA, VCO, Procurement Management Local Government Account Executive

Session Description: The purpose of this session is to help your procurement office adequately plan and prepare for a Procurement Management Review (PMR).

T16 – That's Not IT

Speakers: Pam Stephenson, Infrastructure Services Director, AITR

Kenneth McCullough - Director, OPS

Session Description: What's wrong with ordering a TV or a thumb drive. Why does IT have to be involved? It is important to understand the changing face of technology. Agency procurement is a key player in ensuring your IT group is aware of what is being ordered that could cause problems down the road. We'll have an open discussion that includes the trends we are seeing, the impacts of unchecked IT related purchased in the environment and what we are doing to get a better handle on our own IT spend in the agency.

T17 - Contract Administration

Speakers: Ron King, , CPPB, CPPO, VCO, VCM, Content Developer, NIGP

Session Description: The procurement process known as Contract Management can be divided into two phases: Contract Formation and Contract Administration. This class will focus on the second phase of Contract Management, Contract Administration, which takes place after contract execution. We will discuss steps which are critical components of successful contract administration. These components include: identifying and defining terms, concepts, and principles; describing the steps need to transform the Contract Administration Plan (CAP) into a Performance Assessment Plan (PAP); identifying and defining contract modification types, uses, and applications; describing dispute resolution methods; and describing how contract administration can be continually improved to enhance contract performance.

T18 – Unlocking the Potential: DPS Leadership Panel Part One

Panelists: Pete Stamps, Director, Division of Purchases and Supply (DPS)

Jessica Adams, Chief Learning Officer, Virginia Institute of Procurement

Katherine Bosdell, CPPB, VCM, VCO, Deputy Director Sourcing and Contracting

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Kelly Langley, CPPO, CPPB, VCM, VCO, Deputy Director Sourcing and Contracting

Andy Repak, Director, Virginia Distribution Center

Session Description: Join us for part one of the two-part Division of Purchases and Supply leadership panel. Featured on the panel are Director, Pete Stamps, as well as leadership members representing Sourcing and Contracting, the Virginia Distribution Center, as well as the Virginia Institute of Procurement. We hope to see you there for an inside look into DPS!

T19 – Business Writing for the Procurement Professional

Speakers: Jada Banks

Session Description: We write every day and often do it in a hurry. And yet, our business communication—even that short email we rush to send—reflects our credibility and competence—and that of DGS. In this interactive workshop, learn easy and painless ways to make sure your writing is correct, clear and professional.

T20 – Conversations with eVA Business

Speakers: Jan Giffin, CPPO, CPPB, VCM, VCO - eVA Business Manager

Kylie Robbins, PMP, VCO - Deputy eVA Business Manager

Margaret Gehler, VCA - eVA Billing & Collections Manager

Session Description: A look at the business side of eVA including billing and collections.

T21 – New Surplus Punch-out Catalog!

Speakers: Kim Hayes, Marketing Manager (OSPM)

Michael Clements, Business Manager (OSPM)

Session Description: A new online punch-out catalog will soon be available in eVA showcasing select surplus items. Come and take a look at this convenient new shopping experience available for state agencies and localities.

Tuesday, 1:00-3:30 PM – Supplier Connect

Tuesday, 3:45-4:45 PM – Concurrent Sessions

T22 – Contracts to Save the Day

Speakers: Matt Fritzing, VCO - Lead Statewide Sourcing & Contracting Officer

Kelly Gill, CPPB, VCM, VCO - Deputy Director, Policy, Consulting and Review

Angela Shearn, VCO - Statewide Sourcing & Contracting Officer

Session Description: Let's talk about how state contracts can save the day for you....now and in the future!

T23 - I Can See Clearly Now: Complex Procurement FY 2020

Speakers: Kenneth McCullough, VCM, CPPB, VCCO, VCO - Director, Office of Procurement Services (OPS)

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Frank Snider, VCCO, VCO - Manager, Office of Procurement Services (OPS)

Tiffany Walker, VCO - Lead Senior Contracting Officer

Benjamin Lewis, VCCO, VCO - Lead Senior Contracting Officer

Nezette Howard, CPPB, VCO - Senior Contracting Officer

Jameelah Scott, VCO - Senior Contracting Officer

Joshua Sanders, VCCO, VCO - Senior Contracting Officer

Ninikiekwe Harris, VCA - Contracting Officer

Session Description: Wander around in the sometimes convoluted world of complex procurements no longer. What does the Agency Procurement Surplus Property Manual (APSPM) and the Virginia Public Procurement Act (VPPA) have to say about more complicated procurement situations? Let's talk about it and share in an interactive way. Leave saying, I Can See Clearly Now.

T24 – From Potential to Excellence – Advancing Procurement In Your Organization

Speaker: Katie Weaver

Session Description: This session will cover twelve best procurement practice topics including talent management, the procurement brand, business intelligence, strategic supplier relationships, customer engagement management and more. The topics will each be reviewed, in brief, to produce thoughts for participants to explore further in their organizations. This session seeks to encourage and engage Procurement Professionals to take steps for improvement. This sessions will appeal to the new procurement professional as well as a veteran in the field. Practical tips and ideas to step into the best practices within your own workplace will be discussed

T25 – Unlocking the Potential: DPS Leadership Panel Part Two

Panelists: Pete Stamps, Director, Division of Purchases and Supply (DPS)

Shane Caudill, PMP, Director, eProcurement Bureau (eVA)

Barb Layman, Director, Policy, Consulting & Review

Jan Giffin, Manager, eVA Business

Session Description: Join us for part two of the two-part Division of Purchases and Supply leadership panel. Featured on the panel are Director, Pete Stamps, as well as leadership members representing Policy, Consulting, and Review (PCR), eVA, and eVA Business. We hope to see you there for an inside look into DPS!

T26 – Construction Delivery Methods...Which Works Best For You?

Speakers: Gregory A. Pratt, VCO, VCCO

Session Description: Review of the available construction delivery methods.

T27 - Beyond Maintenance

Speakers: Lakeia White, VCA; Vendor Support Manager

Tracy Robinson, VCA; Sourcing & Contracting Support Manager

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Session Description: Are your vendors maintaining their accounts and utilizing all resources available in eVA? Come to this session to see the new and improved eVA Vendor Portal.

T28 - Roll the Tape – Fleet Update

Speakers: Beth Cooley, CAFM, Planning & Deployment Manager

Session Description: Worse than Chucky returning is that dreaded moment when you realize the keys are still inside the locked vehicle, no worries. You do not have to be Dora looking for the lost city of gold; or when your drivers pull a "Fast & Furious" moment, we can help. Come and unlock the mysteries of Office of Fleet Management Services. We will cover key elements for new drivers, discuss the new 2020 vehicles and like the Terminator, [we'll] be back with the future fleet forecast.

Wednesday, 8:30-9:30 AM – Concurrent Sessions

W01 – Risky Business? Exploring high-risk contract reviews.

Speakers: Barbara J Layman, CPPO, VCM Director Policy, Consulting & Review,
Kelly A. Gill, CPPB, VCM, VCO Deputy Director - Policy, Consulting and Review

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W02 - That's Not IT

Speakers: Pam Stephenson, Infrastructure Services Director, AITR
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W03 – Continuing Education for the Procurement Professional

Speakers: Jordan Henson, Instructional Design Project Manager

Session Description: Staff recruitment, retention, and development continue to be critical issues within public procurement. This session will explore innovative strategies to develop talent and build a culture of excellence in your office, including a look at the resources, toolkits, and templates NASPO makes available to help you succeed.

W04 – Exploring Happiness and Purpose

Speakers: James Burke, PH.D.
Linda Pierce, M.B.A.

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W05 – How to Score a Touchdown with Small Purchases

Speakers: Danielle Keeton, Statewide Sourcing and Contracting Officer, CPPB, VCP, VCA
Terri Hudgins, Local Government Procurement Management Account Executive, CPPB, VCM, VCO

Session Description: In-depth overview of small purchases for state agencies, institutions of higher education and localities in the Commonwealth. Students will learn processes, procedures and requirements addressed in the Virginia Public Procurement Act (VPPA) and Agency Procurement and Surplus Property Manual (APSPM) through a series of scenarios.

W06 – Hacked?

Speakers: Johnathan Barbett, Information Security Officer
Janne Erbe, eVA Global Security Officer

Session Description: Are you concerned with hackers getting your professional or personal data? Come to this session to learn about their new tricks and ways to protect yourself.

W07 – DSBSD EO35 Review and Expenditure Dashboard Update

Speakers: Jennifer Mayton, Agency Deputy Director
Tracey Wiley, Agency Director

Session Description: Come join us for a review of EO35 and the New Expenditure Dashboard application that launched July 2019! Learn what you need to know to track and report your SWaM spend to your agency leadership as well as new functionality that will make reporting adjustments and subcontractor spend much easier!

Wednesday, 10:00-11:00 AM – Concurrent Sessions

W08 – Contracts to Save the Day

Speakers: Matt Fritzinger, VCO - Lead Statewide Sourcing & Contracting Officer
Kelly Gill, CPPB, VCM, VCO - Deputy Director, Policy, Consulting and Review
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Session Description: Let's talk about how state contracts can save the day for you....now and in the future!

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W09 – VRS: Are You Ready to Retire?

Speakers: Audrey Macklin Member Education and Outreach Counselor

Session Description: This presentation for current **Plan 1 and Plan 2 members (hired before January 1, 2014)** provides details on your benefits as a member of the Virginia Retirement System. Topics covered will include the value of your benefit, vesting and retirement eligibility and ways to enhance your benefit for retirement.

W10 - Be a Leader Who Opens Doors

Speakers: Gail Napora, JMU

Session Description: Something everyone does on JMU's campus is open and hold doors for another person. In this session, you will consider six doors that matter to your success as a transformational leader: the proving ground door; the thought shifting door; the door of second chances; opening doors for others; the door to personal transformation; and the door to your open heart. This session will remind you of the great things you do and maybe a few things to do more often.

W11 – COVA Trax For All

Speakers: Holly Eve Law, Division of Real Estate and Facilities Management
Michael Bisogno, Division of Real Estate and Facilities Management
Sara Snelson, Division of Real Estate and Facilities Management

Session Description: Come hear about the exciting new opportunities with the Commonwealth's real estate portfolio management software. The Division of Real Estate and Facilities Management will be opening the software up to agencies to view, and support their real estate portfolio. Come preview the exciting features COVA Trax has to offer.

W12 – How to Build Your Procurement Dossier

Speakers: Brix Driskill, VCO
Kimberly Mitchell, CPPB, VCA

Session Description: What tells the true story of your procurement? Does your procurement dossier include the information necessary to document the "who", "what", "when", "where", "why", and "how" of your procurement? Using case studies, attendees will discover and scrutinize what information is mandatory, beneficial, unnecessary and "plain wrong" for procurement files.

W13 – Conversations with eVA Business

Speakers: Jan Giffin, CPPO, CPPB, VCM, VCO - eVA Business Manager
Kylie Robbins, PMP, VCO - Deputy eVA Business Manager
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Wednesday, 11:15 AM – 12:15 PM – Concurrent Sessions

W15 – How to Prep for a Procurement Management Review

Speakers: Angel A. Rodriguez Serrano, VCEM, VCO, CEPP, Procurement Management Account Executive
Lawrence Shaw, MPA, VCO, Procurement Management Local Government Account Executive

Session Description: The purpose of this session is to help your procurement office adequately plan and prepare for a Procurement Management Review (PMR).

W16 - VRS: Are You Ready to Retire?

Speakers: Audrey Macklin Member Education and Outreach Counselor

Session Description: This presentation for current **Plan 1 and Plan 2 members (hired before January 1, 2014)** provides details on your benefits as a member of the Virginia Retirement System. Topics covered will include the value of your benefit, vesting and retirement eligibility and ways to enhance your benefit for retirement.

W17 – Continuing Education for the Procurement Professional

Speakers: Jordan Henson, Instructional Design Project Manager

Session Description: Staff recruitment, retention, and development continue to be critical issues within public procurement. This session will explore innovative strategies to develop talent and build a culture of excellence in your office, including a look at the resources, toolkits, and templates NASPO makes available to help you succeed.

W18 - Doing Business with DREFM

Speakers: Holly Eve Law, Division of Real Estate and Facilities Management
Michael Bisogno, Division of Real Estate and Facilities Management
Karl Saimre, Division of Real Estate and Facilities Management
Sheila Erickson, Division of Real Estate and Facilities Management

Session Description: Join us to hear about the how the Division of Real Estate and Facilities Management can help support your agency. From real estate to facilities management to building access, DREFM has opportunities to support your agency both directly and indirectly. This will be an interactive session where DREFM encourages feedback on current services, and contract offerings and how we can better serve the Commonwealth.

Note: This is a draft schedule and is subject to change at any time.

W19 – How to Score a Touchdown with Small Purchases

Speakers: Danielle Keeton, Statewide Sourcing and Contracting Officer, CPPB, VCP, VCA
Terri Hudgins, Local Government Procurement Management Account Executive, CPPB, VCM, VCO

Session Description: In-depth overview of small purchases for state agencies, institutions of higher education and localities in the Commonwealth. Students will learn processes, procedures and requirements addressed in the Virginia Public Procurement Act (VPPA) and Agency Procurement and Surplus Property Manual (APSPM) through a series of scenarios.

W20 - Ready to accept bids online? Help us, help you!

Speakers: Tracy Robinson, VCA; Sourcing & Contracting Support Manager
Lisa Kirby, PMP, VCA; Deputy Director of eVA

Session Description: In this session we will briefly discuss the Executive Order 35, House Bill 1668 (High Risk Contracts) and the benefits of using the Sourcing & Contracting & Contract Management applications to satisfy all requirements being issued as well as any procurement needs.

W21 - Value Added - Information Technology Sourcing

Speakers: Sonia Hicks, Category Manager
Randy Willett, Strategic Sourcing Consultant
Doug Crenshaw, Strategic Sourcing Manager

Session Description: Are you maximizing the VALUE of your Sourcing process?

Please join VITA's Supply Chain Management team for a discussion on strategies and methods that will ensure you get the most value through RFPs, IT state contracts and your relationships with the supplier community.

The VITA team will share insights, wisdom and "lessons learned" from previous Information Technology sourcing projects.

Session discussion will include perspectives on:

- Be clear about what you are buying
- Suppliers have objectives too
- Effective communications saves time and money
- Implications of not competing within existing state contracts
- Sharing some things we've seen and lessons we've learned
- Update on the VITA High Risk Contracts program

Note: This is a draft schedule and is subject to change at any time.